

Message Text

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43

ORIGIN COME-00

INFO OCT-01 EA-09 ISO-00 EB-07 /017 R

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COM/B,C/OED/MEPD/JRANDOLP'
COM/3IC/OED/EPD/JMSANDS
STATE/EA/PRCM/MVBRIESON (PHONE)
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FM SECSTATE WASHDC

TO AMCONSUL HONG KONG IMMEDIATE

UNCLAS STATE 040941

E.O11652: N/A

TAGS: 0ENC, HK

SUBJECT: MAJOR PROJECT: SUBWAY

REF: (A) HONG KONG ,686; (B) HONG KONG 1432;
(C) STATE 23761

1. REGRET DELAY IN REPORT ON PULLMAN SITUATION. COMPANY CONTACTED US LAST WEEK TO INDICATE IT CANNOT MAKE COMPREHENSIVE PROPOSAL AT THIS TIME SINCE IT STILL UNABLE OBTAIN QUOTES ON 1500V PROPULSION EQUIPMENT. AS INDICATED REF C, COMPANY CONFIDENT THAT EQUIPMENT WILL BE AVAILABLE AFTER SHORTLIST ANNOUNCED SINCE PROPULSION MANUFACTURERS WITH COMMITMENTS TO FIRMS NOT PREQUALIFIED WOULD THEN BE FREE TO QUOTE TO PULLMAN. FOR THIS REASON, COMPANY STILL WISHES ONE SHORTLISTED AND BELIEVES IT COULD MAKE COMPETITIVE PROPOSAL. UNDER CIRCUMSTANCES, HOWEVER, PULLMAN-STANDARD INFORMED US CONGEN NEED NOT MAKE REPRESENTATION.

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2. PULLMAN REQUESTED WE TRANSMIT ITS APPRECIATION FOR

CONSIDERABLE EFFORT WHICH CONGEN HAS ALREADY UNDERTAKEN
ON ITS BEHALF.

3. SHARE CONGEN'S CONCERN THAT ONLY U.S. COMPANY
UILLING COMPETE FOR MOST LUCRATIVE SINGLE ELEMENT OF
SUOWAY PROBABLY WILL NOT BE PREQUALIFIED. HOWEVER, MTR
AWARE NATURE OF PULLMAN'S PROBLEM AND WE HAVE NO
ADDITIONAL INFORMATION WHICH CONGEN COULD USE FOR
REPRESENTATION. IF POST ELIEVES IT APPROPRIATE AND
USEFUL, IT MIGHT SEEK OPPORTUNITY INFORM THOMPSON OF
CONTINUING USG INTEREST IN TRANSIT CAR BUSINESS AND ASK
THAT SOLE AMERICAN COMPETITOR NOT BE PRECLUDED BEFORE
BIDDING GETS UNDER WAY. INGERSOLL

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Disposition Approved on Date:
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Disposition Event:
Disposition History: n/a
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